Learn To Earn

This College Africa Group course will enhance the user's skills on the subject and teaches fundamentals as well as strategies in an easy to follow, easy to understand format and includes practical exercises which will assist in developing your skills in the workplace.

# **COURSE OUTLINE - Appraising Performance**

Course number: 088201

Course length: One day of training.

Software: n/a
Course Description

Appraising Performance provides an overview of the basics of conducting performance appraisals. It provides guidelines and best practices for evaluating and improving the work performance of employees, thereby increasing quality and productivity.

**Performance-Based Objectives** 

- Establish performance expectations so that desired work results are achieved in accordance with the organization's values and quality standards.
- Write a performance appraisal so that it reflects an objective evaluation of the individual's work performance.
- Prepare for a performance appraisal discussion so that there are no barriers for an effective discussion.
- Conduct a performance appraisal so that mutual understanding and cooperation is achieved and a realistic development plan to improve future performance is prepared.
- Follow up on a performance appraisal so that future performance meets expectations.

**Prerequisites:** There are no prerequisites for this course.

**Delivery Method:** This course is designed for instructor-led, group paced classroom-delivery, providing students with structured hands-on activities.

#### **Hardware/Software Requirements**

#### You will need:

- An overhead projector
- A whiteboard projection screen and markers
- A flip chart and markers
- Microsoft Word 2000

### **Course Content**

# Lesson 1: Establishing Performance Expectations

Topic 1A: Appraise Performance
Topic 1B: Manage Performance

Topic 1C: Establish Performance Expectations

### **Lesson 2: Writing a Performance Appraisal**

Topic 2A: Avoid Common Performance Rating

**Errors** 

Topic 2B: Gather Appraisal Information

Topic 2C: Rate Performance

Topic 2D: Ensure Legal Compliance

# Lesson 3: Preparing for the Appraisal Discussion

Topic 3A: Prepare the Individual Topic 3B: Arrange the Logistics

Topic 3C: Prepare Yourself

### Lesson 4: Conducting the Performance Appraisal Discussion

Topic 4A: Discuss Your Ratings and Comments

Topic 4B: Resolve Performance Problems
Topic 4C: Cope with Discussion Difficulties

Topic 4D: Plan for the Future

#### **Lesson 5: Following Up**

Topic 5A: Evaluate the Effectiveness of the

**Appraisal Discussion** 

Topic 5B: Communicate Frequently

Topic 5C: Provide Ongoing Feedback and

Coaching

### **Appendix A: Works Cited**

References and Works Cited Topic

### **ABOUT US**

Established as EasyExcel, the company has been re-branded as College Africa Group. College Africa Group has been in operation since 2003 and has trained many corporate and professionals throughout Southern Africa. (For more info click here.) (<a href="http://www.collegeafricagroup.com">http://www.collegeafricagroup.com</a>)

# **ACCREDITATION**

College Africa Group is MICT SETA accredited and a Microsoft Partner. College Africa Group has more than 30 years' experience in Financial, Sales, Operations, Marketing and Administration Directorship and understands the problems and deadlines you face.

## **MS OFFICE**

- EXCEL
- WORD
- POWERPOINT
- OUTLOOK
- ACCESS
- PROJECT
- (<u>www.collegeafricagroup.com</u>)

## **SOFT SKILLS**

- SALES NEGOTIATION
- MEETING PROTOCOLS
- TELEPHONE SKILLS
- KEYBOARDING
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**Excel for Executives Excel Automation** (Excel Automation)

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Get fast reports! Master MS Project for quick info and outcomes (MS Project)

### **KEYBOARDING**

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Learn to touch-type and be more accurate. (Keyboarding)

## **EBOOKS AND ONLINE TAINING**

Excel Essentials 2013 Ebook, workbooks, and solutions.

Excel Intermediate 2013 Ebook, workbooks, and solutions.

Excel Advanced 2013 Ebook, workbooks, and solutions.

Excel comprehensive online courses, email for more details.



## **CONTACT DETAILS**

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